

**EXHIBIT B**

March 11, 2005

Mr. David Gakle, Buyer  
Purchasing Division  
City of Sunnyvale  
650 West Olive Avenue  
P.O. Box 3707  
Sunnyvale, CA 94088-3707

Re: Request for Proposals #F0403-46, For Traffic Signal Preventative Maintenance and Repair Services

Dear Mr. Gakle,

Econolite Traffic Engineering and Maintenance, Inc., (TEAM Econolite) is pleased to submit the enclosed original and four (4) copies of the above referenced RFP. The submittal will remain in full force and effect for a period of sixty (60) days from the above date.

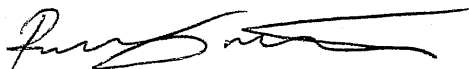
TEAM Econolite is a California licensed contractor, licensed by the State Contractor's License Board in classification C-10 (General Electrical), number 807718. Our license expires on the 31<sup>st</sup> of May 2005.

TEAM Econolite is proud to be made up of some of the most talented people in the traffic signal industry. Our team members have come from many backgrounds including OEM manufactures, traffic signal maintenance companies & underground utility construction companies.

If you have any questions regarding our proposal, or require further information, please do not hesitate to contact Jim Dahl, Jim Ogg or myself directly.

We thank you for giving TEAM Econolite the opportunity to present this proposal, and we look forward a cooperative working relationship.

Sincerely,  
Econolite Traffic Engineering & Maintenance.



Rodney Mathis,  
President

**PROPOSAL FORM**  
**FOR**  
**TRAFFIC SIGNAL PREVENTIVE MAINTENANCE AND REPAIR**Honorable City Council  
City of Sunnyvale  
Sunnyvale, California

The undersigned proposer hereby offers to perform the required services for the following price(s) in strict compliance with the specifications, terms and conditions set forth in this Request for Proposals.

**A. Preventive Maintenance Rates\***

- |   |                    |                          |
|---|--------------------|--------------------------|
| 1. Monthly Scheduled Maintenance            | <u>\$89.00</u>     | Per Intersection         |
| 2. Annual Scheduled Maintenance             | <u>\$325.00 YR</u> | Per Intersection:        |
| 3. Monthly And Annual Scheduled Maintenance | <u>\$360.00 YR</u> | Per<br>Lighted Crosswalk |

\*Includes emergency calls

**B. Labor Rates for Extra Work, As Required**

Labor Category	Straight Time (\$ per hour)	Overtime (\$ per hour)	DT
<u>LIGHT FIXTURE MAINT.</u>	<u>48.00</u>	<u>67.20</u>	<u>91.20</u>
<u>TS ANALYST</u>	<u>115.00</u>	<u>161.00</u>	<u>218.00</u>
<u>TS TECH</u>	<u>89.00</u>	<u>124.00</u>	<u>169.00</u>
<u>LABORER</u>	<u>59.00</u>	<u>82.60</u>	<u>140.00</u>
<u>ENGINEERING TECH</u>	<u>95.00</u>	<u>133.00</u>	<u>182.50</u>

**C. Equipment Rates for Extra Work, as Required**

Equipment Category	\$ Per Hour	\$ Per Job
<u>UTILITY BUCKET TRUCK</u>	<u>22.00 / HR</u>	<u>120.00</u>
<u>UTILITY TRUCK</u>	<u>20.00 / HR</u>	<u>100.00</u>
<u>VAN</u>	<u>14.00 / HR</u>	<u>65.00</u>

**D. Miscellaneous Services, As Required**

1. 21 Day Controller Cabinet Test Operation and Certification Including Controller and All Equipment (per Caltrans and City Specs.) \$850.00 Each Cabinet
2. 21 Day Traffic Signal Controller Test Operation and Certification (per Caltrans and City Specs.) \$280.00 Each Controller
3. Installation of Inductive Loops:
  - a) 6'x6' Type A, B, D, E, and Q
    - 1) Quantity 1 to 4 \$495.00 Each Loop
    - 2) Quantity 5 to 8 \$485.00 Each Loop
    - 3) Quantity 9 or more \$475.00 Each Loop
  - b) 6'x15' Type C
    - 1) Quantity 1 to 4 \$920.00 Each Loop
    - 2) Quantity 5 to 8 \$650.00 Each Loop
    - 3) Quantity 9 or more \$620.00 Each Loop
  - c) 2'x6' Type C Bicycle Loop  
Quantity 1 to 4 \$500.00 Each Loop

**E. Materials, As Required**

1. Actual Cost plus 15% Percent (%) Markup
2. Permanent Traffic Signal Pole Knockdown Replacement With New Equipment (Per Current City Spec)
  - a) 36" high pedestrian pushbutton pole with necessary equipment (reuse existing foundation) (One PPB Assembly) 420.00 Per Pole
  - b) 36" high pedestrian pushbutton pole with necessary equipment (provide new foundation) (One PPB Assembly) 1100.00 Per Pole
  - c) 1B pole with necessary LED indications and equipment (reuse existing foundation) (TV-1-T, SP-1-T, and one PPB Assembly) 2200.00 Per Pole
  - d) 1B pole with necessary LED indications and equipment (provide new foundation) TV-1-T, SP-1-T, and one PPB Assembly 3250.00 Per Pole

**F. Provide And Implement Computerized Traffic Signal Maintenance And Inventory Management System**

Lump Sum Total

2000.00

**ADDITIONAL INFORMATION**

1. Company Name ECONOLITE TRAFFIC ENGINEERING AND MAINTENANCE.
2. Address from which service will be provided: 3400 DE LA CRUZ BLVD., SUITE 6,  
SANTA CLARA, CALIFORNIA, 95054
3. Location of Shop and Storage Facility (must be within ten miles of the intersection of Mathilda and Olive Avenues, Sunnyvale): SAME AS ABOVE

4. Number of Years Providing the Specified Service 3 YEARS

5. Business Organization (Check One):

- ☐ Individual Proprietorship  
☐ Partnership  
☒ Corporation  
☐ Other \_\_\_\_\_

If incorporated, provide the following information:

Date of incorporation 9-2002 State of incorporation CALIFORNIA

Names and Titles of All Officers and Directors MIKE DOYLE - CEO, RODNEY MATHIS - COO,  
LINDA DOYLE - SECRETARY, DON PALMER - CFO, LESLIE CLEVELAND - ASS. SEC.

If an individual or partnership, provide the following information:

Formation date of Company \_\_\_\_\_

Name and address of all partners, indicating whether they are general or limited partners:

6. List the names, titles, and qualifications of the key personnel, including at least one Traffic Signal Technician and one Traffic Signal Analyst, who will perform work under this contract as well as their roles in relation to this contract. Include their certifications, experience and training.

GLEN BRIGGS - TRAFFIC SIGNAL ANALYST, PE, 30 YEARS EXP.  
IN TRAFFIC INDUSTRY,

OTTIE STERLING - LEVEL III TMSA TECHNICIAN AND JOURNEYMAN  
ELECTRICIAN

**ADDENDA**

Proposer acknowledges receipt of the following Addenda:

Number \_\_\_\_\_ Date \_\_\_\_\_

Number \_\_\_\_\_ Date \_\_\_\_\_

Number \_\_\_\_\_ Date \_\_\_\_\_

**SIGNATURE**

  
Signature

PRESIDENT, C.O.O.  
Title

RODNEY MATHIS  
Name (printed or typed)

APRIL 13, 2005  
Date

(408) 496-6280  
Telephone Number

(408) 496-6327  
Fax Number

81-05N6725  
Tax ID Number

049507  
Sunnyvale Business License Number

**Attached, please find narratives which provide the following information.**

**"A description of proposer's shop and storage facilities, including whether such facilities currently exist or will be established within ninety days of contract award, facility size, a list of activities that will take place at the facilities, etc."**

Located less than 6 miles from the intersection of Mathilda and Olive, at 3400 De La Cruz Boulevard in the city of Santa Clara, is where most of the equipment, employees, inventory and repairs will be housed for the City of Sunnyvale. The 1000 square foot building consists of approximately 900 square feet of warehouse and 100 square feet of administrative offices. This location has been in Team Econolite's possession since March 1, 2005 and has the ability to expand as the need arises with the same landlord.

Additionally, TEAM Econolite has an office in San Leandro which currently has technical personnel domiciled and our corporate office which is located in Anaheim. Specific information on the three facilities to which our employees are assigned is as follows with your closest facility marked with an \*.

TEAM Econolite  
3360 East La Palma Avenue  
Anaheim, CA 92806-2856  
Corporate Office, Technical Staff, Warehouse, Testing and Repair Facility

\*TEAM Econolite  
3400 De La Cruz Blvd., Unit G  
Santa Clara, CA 95054  
Technical Staff, Warehouse, Testing and Repair Facility

TEAM Econolite  
West Gate Business Center  
1933 Davis Street, Suite 315  
San Leandro, California 94577  
Technical Staff "soon to be Warehouse, Testing and Repair Facility"

**"A list of proposer's communications equipment that will be utilized under this contract, including telephone, radio, pager, cell phone, fax, email, etc."**

Communication between the City of Sunnyvale and our field as well as administrative staff is seen as imperative to the success of this partnership. Therefore, we employ every means necessary to necessitate communication.

Utilizing the latest technology, TEAM Econolite will be dispatching to our service vehicles via our PDA/Phones. This allows for text messaging in addition to the

- Pull box lids
- All phases of signal wire, street light and service wire
- Splicing material
- Conduit and fittings
- Extra batteries and availability of UPS systems

In addition to the above, the following materials will be stored at the same address for new or knock down installations:

- Type 1B, & 1D Standards with anchor bolts, flanges, extension nuts, all thread, ground clamps and ground wire.
- Type 17-2 with temporary base plate and weights
- Vehicle signals with Dialite LED lenses, back plates and full circle visors.
- Pedestrian signals with Dialite LED lenses.
- All vehicle and pedestrian frame works.
- All pedestrian push button assemblies, signs and Bumble Bee ADA buttons and tamper proof screws.
- Assorted available back plates and full circle visors.
- Astro brackets for SMA heads.
- Photo cells and assorted lamps for street light and ISNS repairs.
- Sizes 1" thru 3" conduit and fittings.
- All phases of vehicle and pedestrian signal wire.
- Street light and klservice wire.
- Number 3 ½, 5 and 6 pull boxes with lids and hold down bolts.

**"A list of special equipment, testing services, repair facilities or special services which will be available to the City.**

#### **Lab Services"**

TEAM Econolite has one of the best in-house and fully functional testing and repair labs in the state of California. From printed circuit boards to full cabinets, TEAM Econolite stands ready to tackle any maintenance and repair issue that may arise. Utilizing state of the art equipment, all testing and repair is overseen or performed by a 30-year veteran in the traffic signal industry. As our Senior Engineering Technician, Bob Robles is extremely qualified to handle all lab service needs.

**"A list of proposer's repair, utility and maintenance vehicles, including number, type, age, location and condition. Include photos with the proposal."**

Vehicles available for use in our contract agencies:

1. 5, 2001-2003 Ford F450 service truck with an Altec aerial device having a 42' working height.



2. 3, 1999-2003 Ford F450 service truck with an Altec aerial device having a 34' working height.

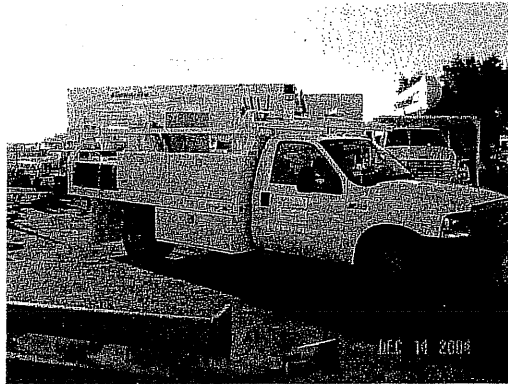


3. 1, 2002 Ford F350 work truck.





7. 3, 2002-2004, F350-F450 Utility/Construction Trucks



8. 2, 2003-2005 Chevy Astro van.



Any and all other equipment needed for the maintenance activities with the City of Sunnyvale agencies will be obtained on an as-needed basis.

All vehicles are equipped with flashing beacons, and they are currently being fitted with "arrow stick" directional signs and/or strobe type beacons.

Any additional vehicles that will be purchased for the Sunnyvale contract will be similar to the vehicles listed above.

**"A description of proposer's training and safety programs for its field employees."**

TEAM Econolite takes the safety of our employees and the residents of the cities we work in as a highest of priorities. This dedication is exhibited by the technical and safety training curriculum that we utilize within our organization. As members of the Pacific Safety Council, we have access to the latest training materials and best instructors for any and all safety related training. Additionally, our safety program for all of our employees consists of IMSA work zone safety courses, instruction by certified operators of all aerial equipment, refresher courses in vehicle management and driving skills, and weekly safety meetings at which various topics are discussed and experiences exchanged. In addition, we

information will be stored under the main intersection number in our database, and will be accessible to the technician as well as the City through the internet.



The technician will read the bar code through a symbol reader attached to his PDA/phone (*picture attached*). The PDA device will store the information regarding the daily activities of the technician (time and attendance), as well as the situations/problems encountered and repaired, material used and/or needed and any changes to the control devices at the intersection. Periodically, the technician will synchronize his PDA's information with the host computer through the internet capabilities of the phone, updating the SigTrak main database. This will not only enable TEAM Econolite to monitor the activities of the technician, but will also allow the City to observe the maintenance function of the technician and his/her response to the needs of the City.

**SigTrak Servic** 10:31

Corner: 3

Direction: 4

Code: Bulb out

Details: Found bulb out replaced with Gelcore 12", E-Team Supplied. Check all working well.

PM: ☒

<< Prev

First	Prev	Next	Last
Add	Post	Print	Cancel Delete

File Database

**SigTrak Invent** 10:29

Part: 100-1000

Desc: Safetran 170E Controller

Id: 100

Loc: Academy Blvd. @ Hwy. 83

Serial #: 444

First	Prev	Next	Last
Add	Post	Print	Cancel Delete

File Database

The SigTrak system is new, and it will be in a constant state of refinement to make sure that the City has the information needed at the time it is desired. TEAM Econolite will also be able to better track the performance of the individual technicians. The technicians can respond with email pictures to the City and the TEAM Econolite office of any problems found so that informed decisions can be made at a moments notice. All-

Company profit sharing.  
401(k) plan Vision plan.  
Long term disability plan.

TEAM Econolite also adheres to all local, State and Federal wage and overtime regulations, and will continue to do so in the performance of the Sunnyvale contract. You will note that there is another line item for double time included on the page for the Labor for Extra Work category, and this rate will be charged when the employee has worked the number of hours **on the Sunnyvale project** to elevate him to the double time status.

**"List of relevant employees, with skill, experience, training, certifications, qualifications, and office location."**

TEAM Econolite Currently has 35 employees on its payroll, and is growing as the need arises and, candidates with the right skills and attitude are found. In addition to the Technicians we have in the Santa Clara and San Leandro offices; we have a multitude of talent to pull from if the need arises. Listed are a few of these resources.

The personnel that we have currently on staff are very familiar with the type 170 controller, as well as the 2070 and NEMA controllers, and ATMS operations are listed under key personnel. The personnel that we will have for the Sunnyvale contract will be IMSA certified and very experienced in the maintenance and repair of the Sunnyvale system. We also have the advantage of having a large cadre of other traffic qualified technical individuals at our facility. These individuals will be available for technical support, training, and on-site assistance. The combined experience of *our* employees in the traffic signal maintenance and repair industry is over 150 years.

**Jim Dahl – Regional Manager** - Jim will serve as the Project Manager for TEAM Econolite for the Sunnyvale Traffic Signal Maintenance project. Jim has over 25 years experience in the maintenance and construction industry, most recently as the Regional Sales Manager for contractors for JAM Services of Livermore, CA. Prior to his tenure with JAM, Jim served as the Regional Manager for Signal Maintenance Inc., from 1992 through 2000, and in the performance of his duties he was required to be the liaison between City, County and State agencies; estimator and project manager; instrumental in the budgeting process for both the Company and the agencies served. Jim finished his education at San Jose State University in 1975, and is the current President of the Northern California Chapter of the Traffic Signal Association. Jim currently resides in Santa Clara, CA.

**Ismael Hernandez – Maintenance Electrician** – Ismael, better known as Smiley, began working in the signal maintenance industry in 1993 as a utility technician for Signal Maintenance, Inc. Smiley has undergone extensive training in maintenance and repair of traffic control devices, both at Signal Maintenance and TEAM Econolite. His experience includes CCTV, street lighting, signal installation, video detection, cabinet installation, and battery backup installation and repair. Smiley lives in San Jose.

**Carl Gidney** – *Utility Leadman* - Mr. Gidney has been associated with the traffic signal industry for the past 30 years. Carl has extensive knowledge in the construction, installation, and repair of traffic signal systems, and street lighting systems. Carl has been in charge of many significant projects, most recently the City of Pasadena FAU project where a major upgrade of controllers, signal equipment, detection and interconnect was achieved over a 1 1/2 year period. Carl has performed complicated intersection/system modifications as well as installing complete new intersections for many cities in Southern California.

**Marco Proto** – *Utility Leadman* - Marco has been working in the traffic signal construction business for over 28 years. Starting with Galland Electric in 1976, Marco learned the business from the ground up. From 1986 to October of 2004 Marco worked at Signal Maintenance Inc. where he was a construction foreman. In October Marco became a member of TEAM Econolite and is often charged with management of Team Econolite crews. Marco is certified in Work Zone Safety by (IMSA).

**Felipe Ortega** – *Test/repair/maintenance technician* - Felipe joined our team after a successful stint at U.S. Traffic where he, along with Jesus Sanchez, was the technician who was responsible for the VMS maintenance. Felipe has honed his skills and developed proficiency in all types of controller and cabinet maintenance from the 332 cabinet, 170 and 2070 controllers to all brands of NEMA including the latest technology from Econolite, the ASC3. When needed, Felipe works as our repair technician and as such makes most repairs to the 820 and 820A controllers, the LCD 12P CMU and various types of detectors. Felipe's responsibilities also include the maintenance of the CCTV and CMS systems for the City of Santa Ana.

**Cesar Dominguez** – *Field Maintenance Technician* – Cesar has been with TEAM Econolite for almost two years and is currently studying for his IMSA exam. He has been training with our Engineering Technician, Bob Robles in all aspects of traffic control systems. Cesar worked in the L.A. County area for SMI before coming to TEAM Econolite and in doing so, became very familiar with the 170 type controller and the 332 cabinet operations.

**Samson Monte** – *Maintenance Technician* – Samson is a very enthusiastic technician, and although he has only been in the maintenance industry for a couple of years, he has taken it upon himself to take classes on various types of control equipment, systems, detection and cabinet operation. Samson is a trained electronic technician, and has taken advantage of the expertise at Econolite to learn more about the type of operating systems used by Econolite as well as Autoscope video detection and interconnect communications. Samson is IMSA Level I Certified as well as Work Zone Safety.

**Kevin Daxon** – *Maintenance Technician* – Kevin is an IMSA Level I technician and resides in Brea CA. Kevin worked for Signal Maintenance Inc. prior to becoming a team member where he developed his skills as a field technician. Kevin is experienced in all aspects of field maintenance from NEMA to 170 type controllers. Additionally Kevin has worked with all types of video detection.

**Greg Wolters** – *Maintenance Technician* – Greg recently joined TEAM Econolite and is a welcomed addition to our staff. Greg currently works in South Orange County and assists the Team Leader for Mission Viejo and Rancho Santa Margarita in performing

company of Signal Maintenance, Inc., and accepted the position of President. Jim remained in this position while the acquisition took place of Signal Maintenance Inc. to Peek Traffic, plc in 1993. 1995 saw the retirement of Bill Sondergard as President, and Jim moved back to Southern California to assume the position of President of Signal Maintenance, Inc., which he held until 2001, at which time he accepted a new position with Econolite Control Products, Inc., tasked to establish the company's maintenance division – Team Econolite.

**Mike Hutchens** – *Estimator/Project Manager* - Mike first started in the maintenance industry in 1992 working for Peek/SMI in the utility department. He quickly progressed to leadman and became a valued member of their utility crew. In 1997 Mike's potential was recognized by U.S. Traffic and he went to work for them as a field service technician. Mike progressed quickly and in 1999 he moved into the office as an estimator, and by 2001 he was in charge of the estimating department, answering to the Vice President of Sales. Mike joined TEAM Econolite in May of 2003 to assist in the estimating as well as taking on selected projects. Since joining TEAM Econolite, Mike has proven to be an invaluable asset in dealing with the technicians, estimating work and material ordering. Mike is certified as a Level II technician by IMSA.

